

Message Text

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ACTION OPIC-06

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R 091213Z OCT 75

FM AMEMBASSY DAKAR

TO SECSTATE WASHDC 2483

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E.O. 11652: N/A

TAGS: EINV, EFIS, SG

SUBJ: POSSIBLE US INVESTMENT IN FISHERIES SECTOR

REF: A. DAKAR 4830 B. STATE 194461 C. DAKAR 5343

DEPT PLEASE PASS TO HENDERSON OF OPIC FROM SVENSK

1. HAVE SPOKEN WITH JEAN DIENG OF PROPECSN AND BACIROU SOW OF SENEPECA. SITUATION AT THESE TWO ENTERPRISES IS AS OUTLINED BELOW.

2. SENEPECA. SOW IS QUITE CONTENT WITH HIS JAPANESE PARTNERS. TAIYO'S 35 0/0 EQUITY INVESTMENT AND LOANS FOR TRAWLERS HAVE ALLOWED SOW TO DOUBLE THE SIZE OF HIS OPERATIONS. HOWEVER, HE CANNOT ALLOW U.S. PARTNERS INTO THE OPERATIONS. HE WOULD BE INTERESTED IN STARTING A NEW INTEGRATED OPERATION WHICH WOULD FREEZE FISH, MAKE FISHMEAL OF THE REMAINS, AND BE SERVICED BY 5-10 TRAWLERS WITH A MINIMUM CAPACITY OF 170 TONS EACH. SOW IS SKEPTICAL OF DOING BUSINESS WITH U.S. FIRMS. ACCORDING TO SOW, NEGOTIATIONS WERE PROCEEDING EXCELLENTLY WITH BILL HORNER OF VAN CAMP WHEN SUDDENLY VAN CAMP DECIDED NOT TO GO AHEAD WITH THE PROJECT AND GAVE SOW NO REASONS FOR THIS DECISION. SOW WOULD NOT BE AVERSE TO CONTINUING DISCUSSIONS WITH VAN CAMP AGAIN ABOUT THE FISHMEAL PROJECT, BUT HE IS NOT GOING TO MAKE ANY SPECIAL EFFORT (I.E. DRAW UP A PROPOSAL) UNTIL HE IS SATISFIED THAT A POTENTIAL U.S. PARTNER IS SERIOUS IN ITS INTENTIONS.

3. PROPECSN. SVENSK SPENT ENTIRE SUNDAY WITH JEAN DIENG OF UNCLASSIFIED

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PROPECSN AND MET HIM AGAIN ON MONDAY. DIENG WAS PUT IN CONTACT

WITH OPIC VIA VAN CAMP AND SECOPA, A FRENCH TRADING COMPANY WORKING WITH VAN CAMP WHICH BUYS FISH FROM PROPECSEN. (NOTE: SECOPA PREVIOUSLY BOUGHT FROM SENEPESCA). PROPECSEN IS CURRENTLY CATCHING ONLY RIVER SHRIMP USING 340 LOCAL FISHERMEN ON THE CASAMANCE RIVER. DIENG WOULD LIKE TO BEGIN CATCHING SEA SHRIMP AND POSSIBLY OTHER SPECIES, PROCESSING THEM FOR EXPORT AND BEGIN A FISHMEAL PLANT. THREE TRAWLERS WOULD BE REQUIRED. HE HAS LAND AVAILABLE TO HIM IN DAKAR AND A PROPOSAL FOR BUILDING A 5000 KG/DAY PROCESSING PLANT. TOTAL COST OF THE PROJECT IS ESTIMATED AT \$2 MILLION. DIENG WOULD LIKE TO OPEN NEGOTIATIONS WITH SOMEONE LIKE VAN CAMP CONCERNING A JOINT VENTURE.

4. COMMENT: IT APPEARS THAT WITH THE INTEREST OF THE JAPANESE, SECOPA LOST A SOURCE OF SUPPLY (SOW NOW DOES HIS OWN MARKETING). THEY HAVE BEEN BUYING FROM DIENG AND POSSIBLY ARE TRYING TO INTEREST VAN CAMP IN HELPING DIENG INCREASE THE SIZE AND SCOPE OF HIS OPERATION AS AN ALTERNATIVE TO SOW. ATTEMPTING TO RE-OPEN VAN CAMP NEGOTIATIONS WITH SOW MIGHT BE FUTILE COURSE OF ACTION.

5. ACTION REQUESTED: IT WOULD BE HELPFUL IF OPIC COULD OBTAIN FROM VAN CAMP A MORE ACCURATE READING ON THEIR INTERESTS IN SENEGAL AND IN DIENG. WHAT SIZE AND TYPE OF PROJECT ARE THEY LOOKING FOR? ARE THEY INTERESTED ONLY IN A PARTICULAR TYPE OF FISH (I.E., SHRIMPS). WHAT IS VAN CAMP'S EXACT RELATIONSHIP WITH SECOPA? ARE THEY INTERESTED ENOUGH TO TRAVEL TO SENEGAL TO MEET DIENG? DO THEY HAVE A TIME FRAME FOR ACTING ON THIS OPPORTUNITY? WE WOULD APPRECIATE HAVING THIS INFORMATION IN TIME TO RECONTACT DIENG DURING SVENSK'S RETURN TO DAKAR, OCT 16-17.
AGGREY

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